

## Message Text

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PAGE 01 STATE 089836  
ORIGIN COME-00

INFO OCT-01 EUR-12 ISO-00 EB-08 DODE-00 /021 R

DRAFTED BY COM/OED/MEPD/WHAYDEN/LW  
APPROVED BY EB/OCA/CM/JJREILLY  
COM/OED/MEPD/LENGLESON  
COM/OED/MEPD/SMCONGER, DIRECTOR  
COM/OIM/PFIELD (INFO)  
STATE/EUR/RPM/EREHFELD (INFO)  
DOD/ISA/JMILLER (INFO)

-----046380 072156Z /64

P 072114Z APR 78  
FM SECSTATE WASHDC  
TO AMEMBASSY THE HAGUE PRIORITY  
INFO USMISSION USNATO PRIORITY

UNCLAS STATE 089836

E.O. 11652: N/A

TAGS: BEXP, NL, NATO

SUBJECT: PRODUCT OPPORTUNITY - DUTCH GOVERNMENT  
CONSTRUCTION TENDERS

REF: (A) THE HAGUE 1864; (B) THE HAGUE 1650;  
(C) 77 THE HAGUE 4945

1. AUSTIN COMPANY, CLEVELAND, OHIO, HAS A USDOD SERVICES ADMINISTRATION SECURITY CLEARANCE AND IS IN THE PROCESS OF RECEIVING ITS CERTIFICATION FOR NATO BIDDING FROM USDOC/SIPS.
2. AN ADDITIONAL U.S. COMPANY PARTICIPATING IN NATO CONSTRUCTION IS MARWAIS STEEL COMPANY, ONE BARRETT AVENUE,

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RICHMOND, CALIFORNIA, 94802. THE EUROPEAN SUBSIDIARY IS MARWAIS INTERNATIONAL, S.A., 47, BD ROYAL, P. O. 235, LUXEMBOURG, G.D. MARWAIS COMPANY SUBSIDIARY IS INTERESTED, QUALIFIED, CERTIFIED AND SECURITY CLEARED FOR PARTICIPATION IN ICB'S 200, 201, 202, 204, AND 205.

3. THERE IS NO SEPARATE LIST OF NATO ELIGIBLE U.S.

CONSTRUCTION FIRMS. IN FACT, THERE HAVE BEEN VIRTUALLY NO

CONSTRUCTION COMPANIES REQUESTING NATO CERTIFICATION  
UNDER SIC 1611, 1622, 1623, 1629; GENERAL BUILDING  
CONTRACTORS SIC 152, 153, 154.

4. UPDATING OF ICB BIDDERS LIST CONTINUES SINCE MANY  
UNANTICIPATED PROBLEMS HAVE OCCURRED. THE LATEST PROBLEM  
IS THE NEED TO CONFIRM WITH DSA THE SECURITY CLEARANCES  
CLAIMED BY THE HUNDREDS OF COMPANIES APPLYING FOR  
CERTIFICATION. THERE ARE NO INTERIM SUPPLEMENTARY LISTS.

5. THERE HAVE BEEN NO LISTS COMPILED SINCE 1973  
PROVIDING PRODUCT CODES OF FIRMS CERTIFIED NATO ELIGIBLE.  
THE POST'S REQUEST FOR PRODUCT CODES IS ACCEPTABLE AND  
WILL BE IMPLEMENTED TO THE EXTENT POSSIBLE IN FUTURE  
CERTIFICATION ANNOUNCEMENT CABLES.

6. THE CURRENT EXERCISE OF UPDATING NATO CERTIFICATIONS  
HOPEFULLY WILL BE COMPLETED BY MAY/JUNE, AT WHICH TIME  
A NEW COMPUTER PRINTOUT WILL BE PREPARED OF U.S.  
COMPANIES CERTIFIED FOR NATO BIDDING, INCLUDING THEIR  
RESPECTIVE SIC CODES.

7. ACTION REQUESTED: PLEASE NOTIFY THE DUTCH  
AUTHORITIES OF THE AUSTIN COMPANY ELIGIBILITY FOR NATO  
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BIDDING, AND ADD MARWAIS INTERNATIONAL, S.A. AS AN  
INTERESTED AND QUALIFIED U.S. BIDDER. VANCE

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NNN

## Message Attributes

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**Concepts:** n/a  
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**Decaption Date:** 01 jan 1960  
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**Disposition Approved on Date:**  
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**Enclosure:** n/a  
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**Reference:** 78 THE HAGUE 1864, 78 THE HAGUE 1650, 77 THE HAGUE 4945  
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**Subject:** PRODUCT OPPORTUNITY - DUTCH GOVERNMENT CONSTRUCTION TENDERS  
**TAGS:** BEXP, NL, NATO  
**To:** THE HAGUE  
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**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014